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UNCLAS MUSCAT 000384

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STATE FOR NEA/ARPI, NEA/RA, EB/CBA (BBEHRENS)
COMMERCE FOR ADVOCACY CENTER (CJAMES)

E.O. 12958: N/A
TAGS: [BEXP](#) [ETRD](#) [ECPS](#) [PGOV](#) [PINR](#) [MU](#)
SUBJECT: MOTOROLA EYES RADIO TENDER

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SUMMARY

1. (SBU) Motorola expects to be one of three bidders for an upcoming tender for a \$40-60 million national radio system in Oman. Motorola will be requesting USG advocacy in support of its bid. End summary.

FAST TENDER

2. (SBU) On March 6, Econoff discussed Motorola's prospects as a bidder on an upcoming Oman Internal Security Services (ISS) tender for a national radio system with Middle East Regional Manager Alan Roper. Roper predicted the ISS would fast-track the project by releasing bid information in 1-2 weeks, followed by a deadline of 3-4 weeks thereafter. Roper was unclear whether this specific tender would be for only the first phase, to cover territory from Muscat to Buraimi (on the UAE border), or for the whole country. He estimated the overall cost to be between \$40 to \$60 million.

3. (SBU) Motorola expects competition from Thales of France, and Rohde and Schwartz of Germany. On the last ISS radio tender in 2003, Thales underbid Motorola's \$7 million submission by \$2 million. Roper averred, however, that the ISS has been dissatisfied with Thales' performance, and has only invited a submission from the company to induce price competition.

PRICE IS KEY

4. (SBU) Roper said that Motorola will be looking for USG advocacy support. He added that Motorola's expertise with encryption technology and its familiarity with the tetra standard will work in its favor. Econoff requested that Motorola file an advocacy questionnaire as soon as possible. Econoff also inquired whether Motorola's pricing for this tender will be more competitive, given the government's unwillingness to pay more for brand name alone. Roper expected Motorola to submit a much more competitive bid for this tender.
BALTIMORE